

Investor Presentation Q2 - 2025



6 August 2025

Responsible Growth
Lasting Impact! ↗

Agenda

1.

Operating Landscape

2.

NMB Bank PLC Overview

3.

Strategy Update

4.

Sustainability

5.

Financial Performance



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NMB Investor Call Q2'2025

Macroeconomic Overview

NMB Bank PLC Overview

Strategy Update

Sustainability

Financial Performance



Responsible Growth
Lasting Impact! ↗

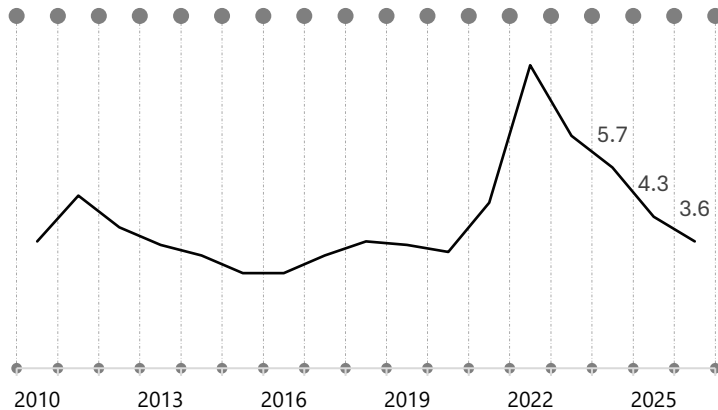


Operating Environment: Tanzania remains a stable and positive operating environment

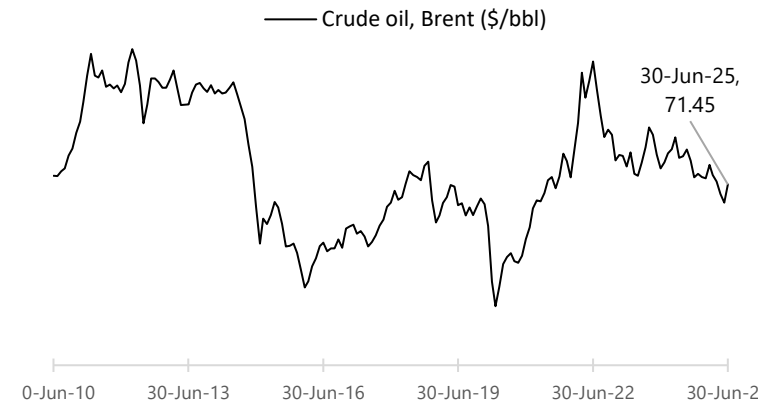
Global: Global GDP growth is projected to slow down to 2.8% in 2025 from 3.3% in 2024 on account of new US tariffs which is expected to impact Trade



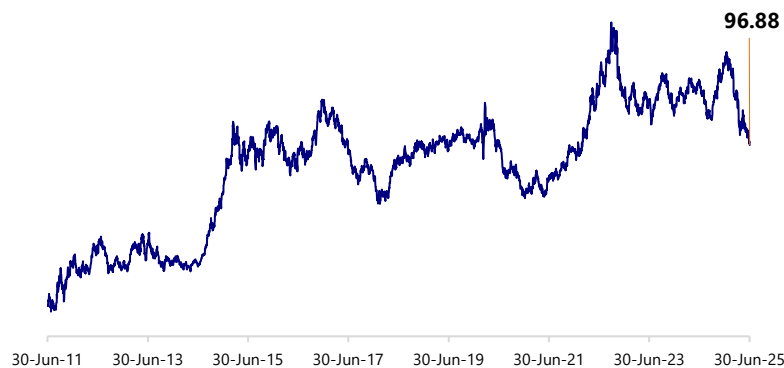
Global: Global Inflation is projected to further slow down to 4.3% in 2025 from 5.7% in 2024 and to drop further in 2026 to 3.6%



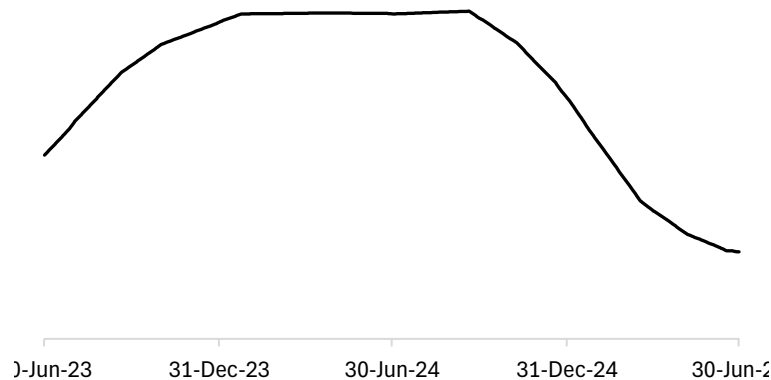
Global oil prices: Overall, the YoY trend showed initial increase in the first half then followed by a moderate decrease in the second half



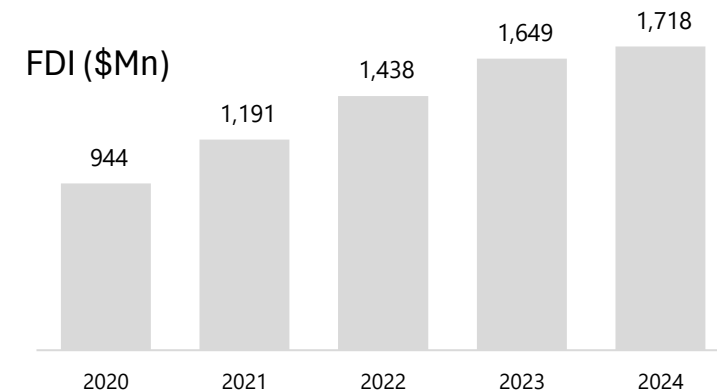
Global: the US dollar depreciated by 8.5% yoy against major Currencies



Global: SOFR Continue to trend down, with 6-month SOFR closing June 2025 at 4.37% From 5.39% in June 2024



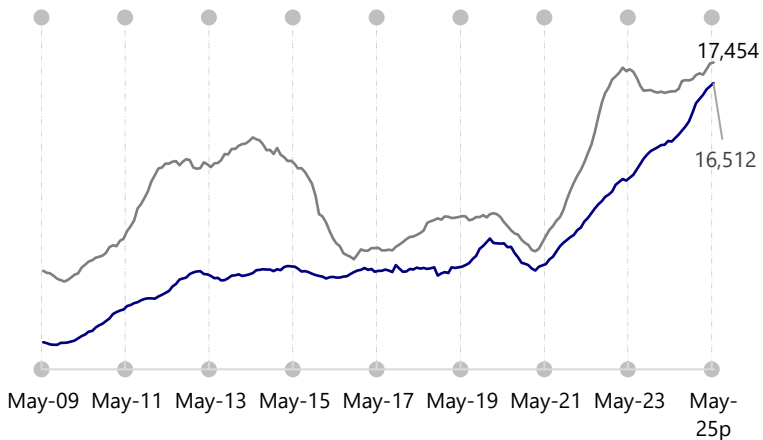
Tanzania: Foreign Direct Investment grew 4% YoY to USD 1.7 billion in 2024



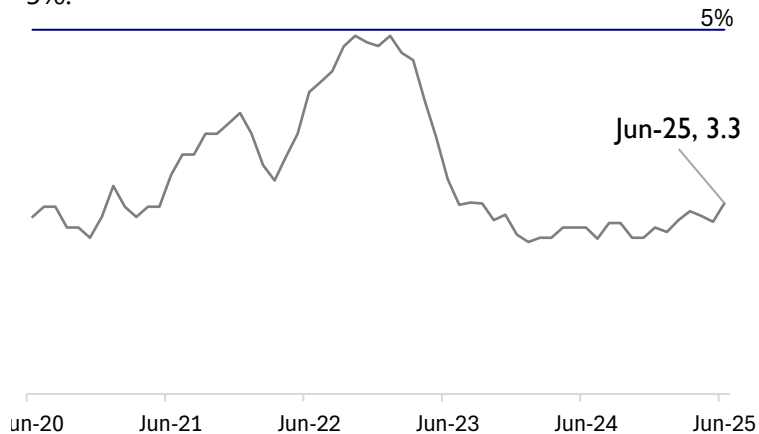


Operating Environment: Tanzania remains a stable and positive operating environment

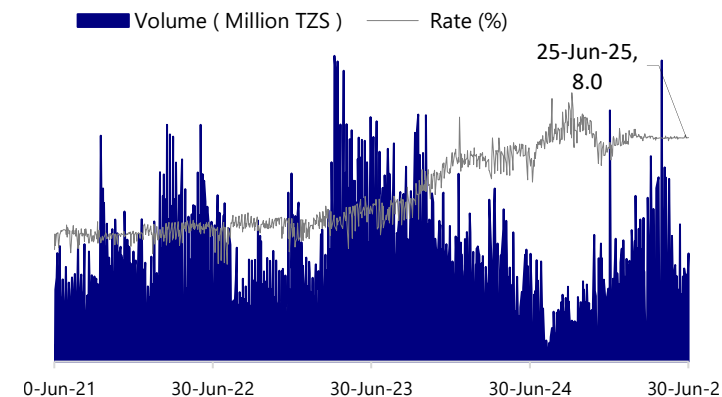
Tanzania: Exports grew by 19% compared to a modest 8% increase in Imports.



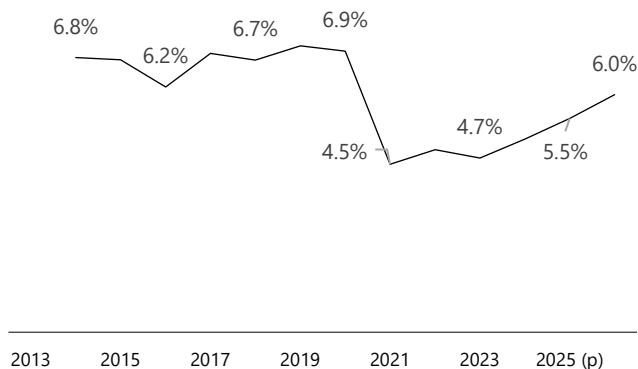
Tanzania: Inflation remains within Medium term target of 5%.



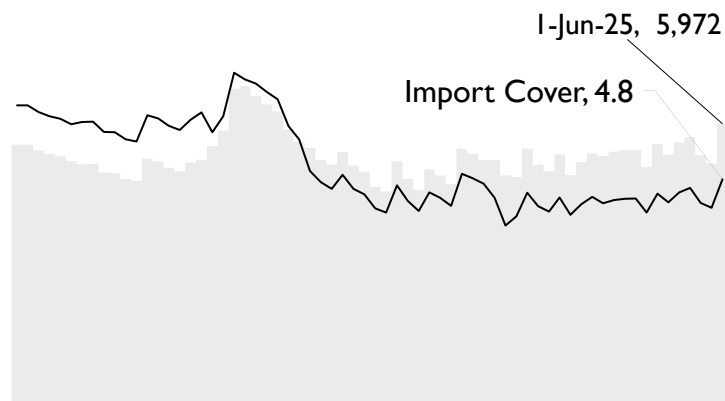
Tanzania: Overall Inter-Bank Cash Market (IBCM) rate increased to 8.01% in Jun 2025 from 7.38% Jun 2024



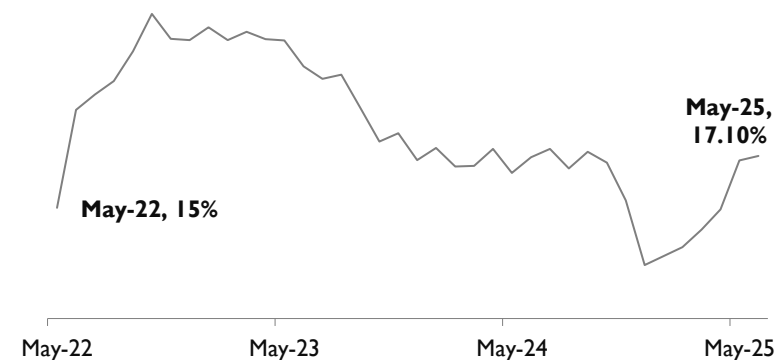
Tanzania: GDP growth (YoY) – 2025 projections - 6%



Tanzania: FCY reserves increased from \$5.3B June 2024 to \$6.0B in June 2025 (4.8 months of imports)

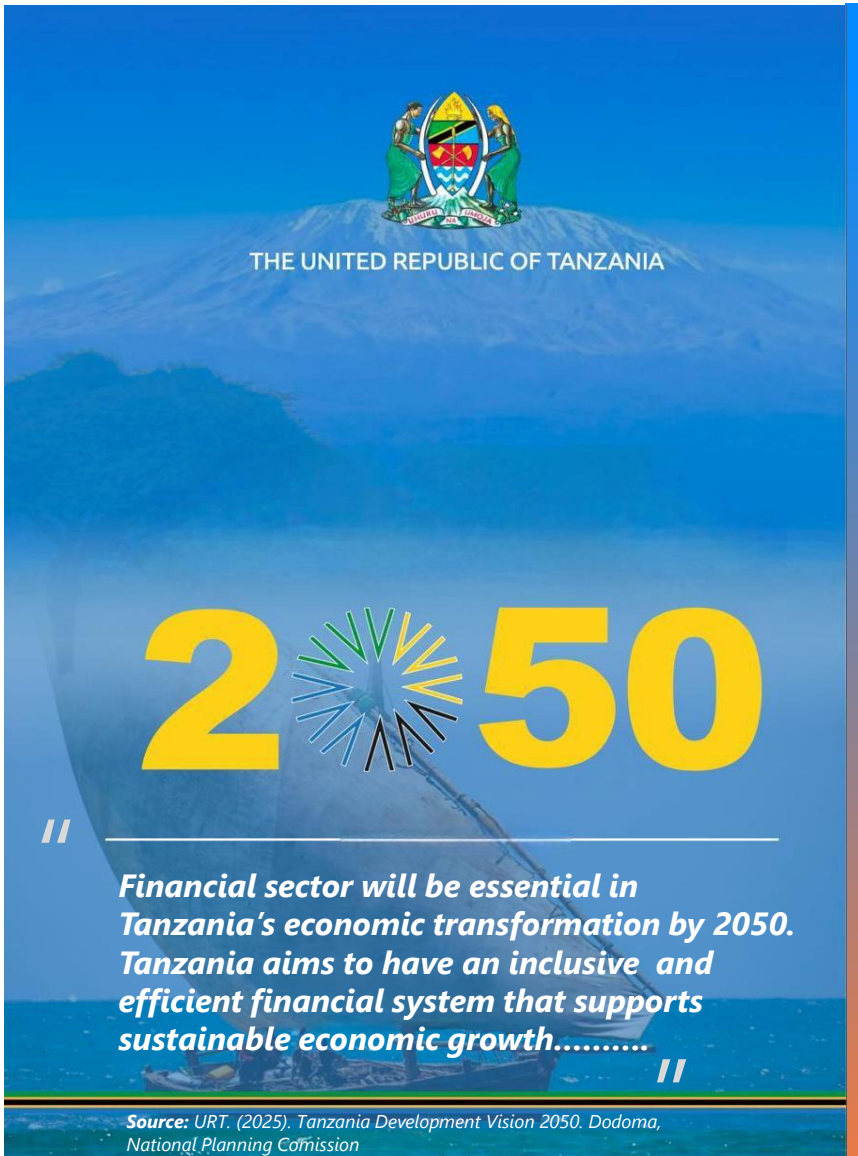


Tanzania: Strong Private Sector Credit Growth. (17.1% YoY)





Dira 2050: NMB is well-positioned to benefit from Tanzania's Vision 2050.



Key Drivers



Integrated Logistics

Establish Tanzania as a regional trade hub by upgrading infrastructure



Energy

Reliable, affordable and sustainable solutions, advancing industrial growth and enhancing productivity are driven by energy



Science & Technology

Particularly disruptive technologies, will address local challenges and foster socio-economic transformation



Research & Technology

Supporting innovation and evidence based policies, driving collaboration between academia, industry and government



Digital Transformation

Harnessing technology to enhance productivity and efficiency

Aspirations

GDP Target

\$1.0tn

Per capita goal

\$7,000

Population by 2050

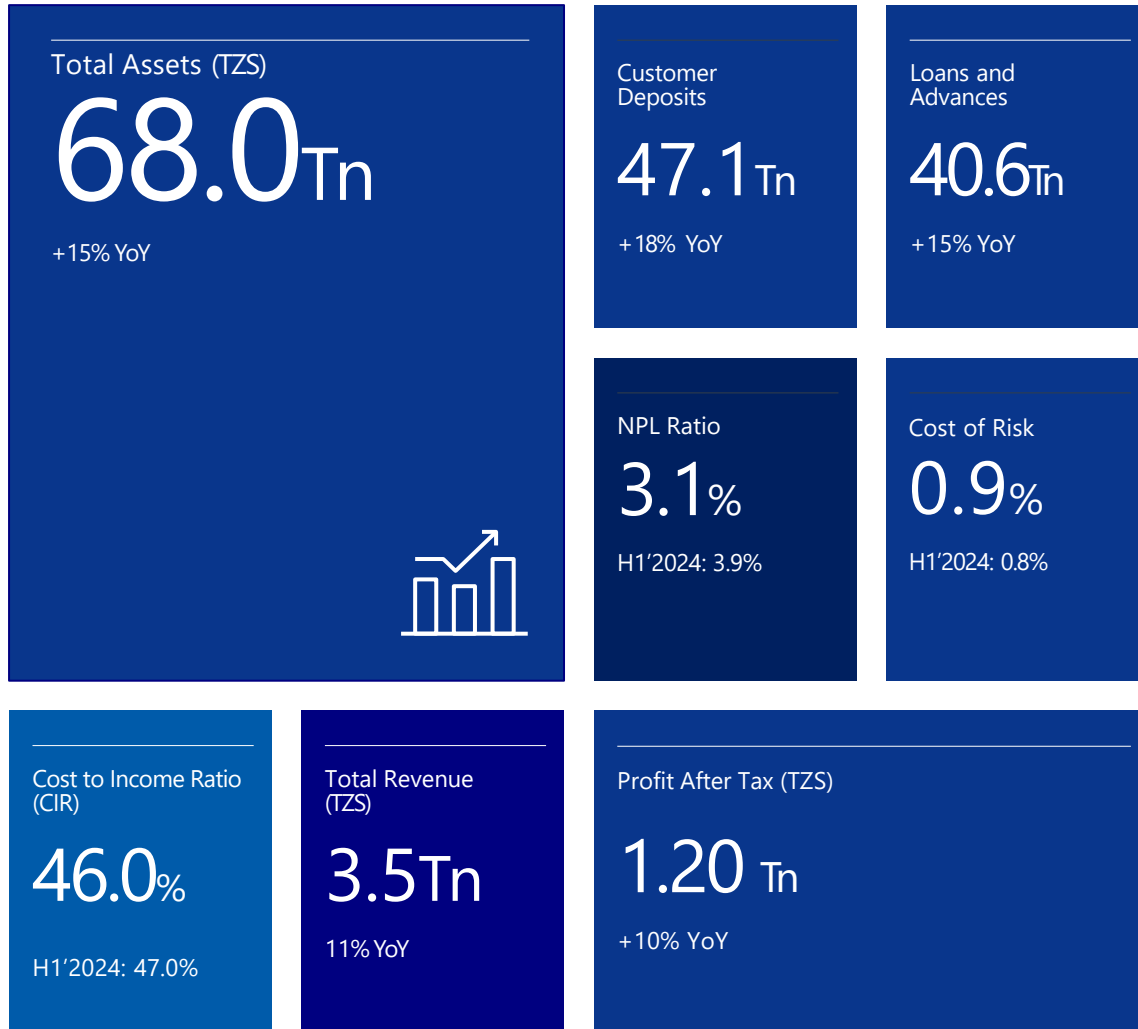
118 M

Source: URT. (2025). Tanzania Development Vision 2050. Dodoma, National Planning Commission

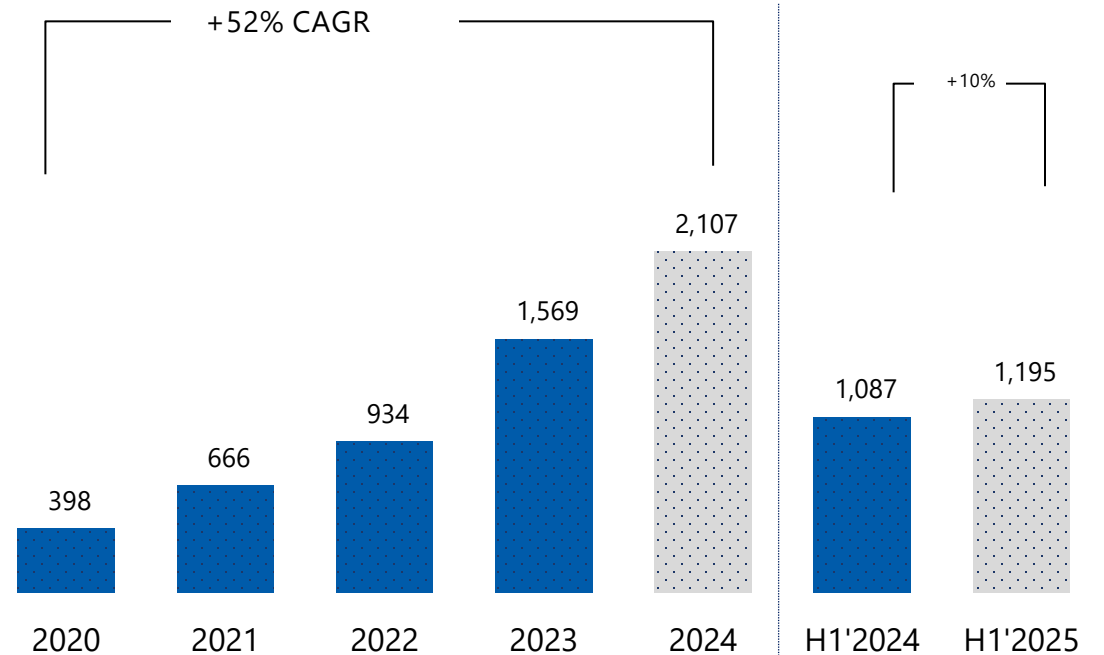


Tanzania Banking Sector: The sector remains Solid, Sound, and Profitable as of June 2025

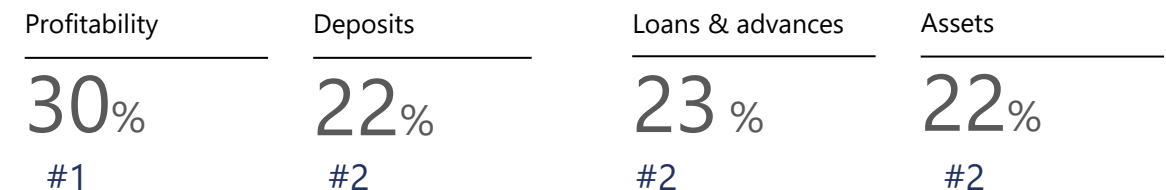
Banking Sector Performance Overview



Banking sector profitability Trend



NMB Market share



Macroeconomic Overview

NMB Bank PLC Overview

Strategy Update

Sustainability

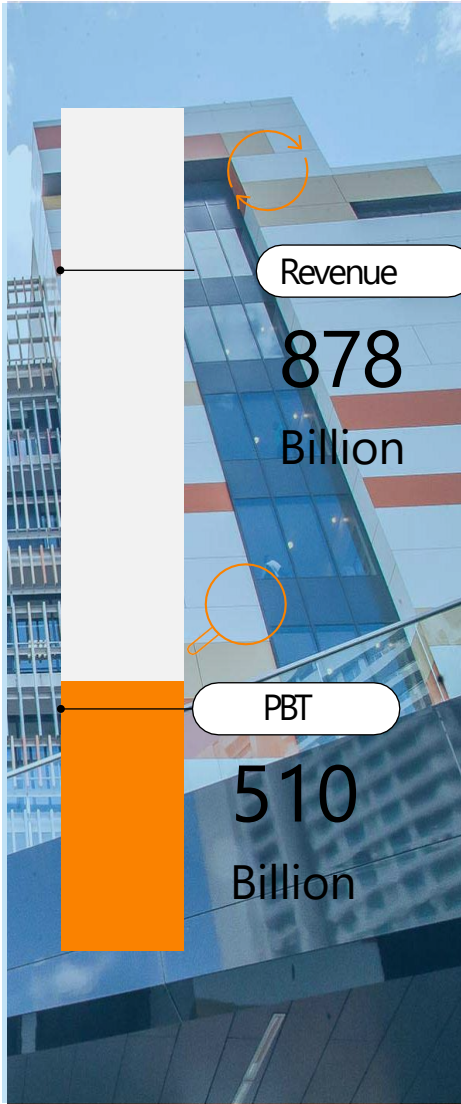
Financial Performance



Responsible Growth
Lasting Impact! ↗



NMB at a glance: The leading bank in Tanzania with a Strong market share.



14.7tn

Total Assets (TZS)

9.5tn

Loans (TZS)

10.3tn

Customer Deposits (TZS)

241

Total Branches

63,421

Wakala Outlets

714

ATMs



Customer Accounts

9.2 Mn +





A one billion dollar Company: Strategic clarity, strong earnings, digital inclusivity and high Sustainability credibility drove investor confidence and upward price revaluation.



\$1 Billion Club

- NMB is Now the Largest Listed Company & Bank in Tanzania with TZS 3.6 Trillion Market Capitalisation
- The share price rose from an average of TZS 2,340 in 2020 to TZS 7,100 by July 2025, marking a threefold increase in five years.
- Despite intermittent corrections, the long-term trend remains decisively bullish, supported by resilient investor demand.
- On 10 July 2025, NMB Bank reached an all-time high of TZS 7,100, reflecting investor confidence in the bank's growth, governance, and return profile.

Market Capitalisation as of 30th June 2025

Bank	Country	Market Cap (TZS Trillion)
Safaricom	Kenya	20.8
MTN	Uganda	4.1
Equity Group	Kenya	3.7
NMB Bank	Tanzania	3.6
EABL	Kenya	3.3
KCB Group	Kenya	3.0
TBL	Tanzania	2.9

#2

Largest Listed Bank in East Africa

#4

Largest Listed Entity in East Africa

#30

Largest Listed Company in Sub-Saharan Africa (Ex. South Africa)

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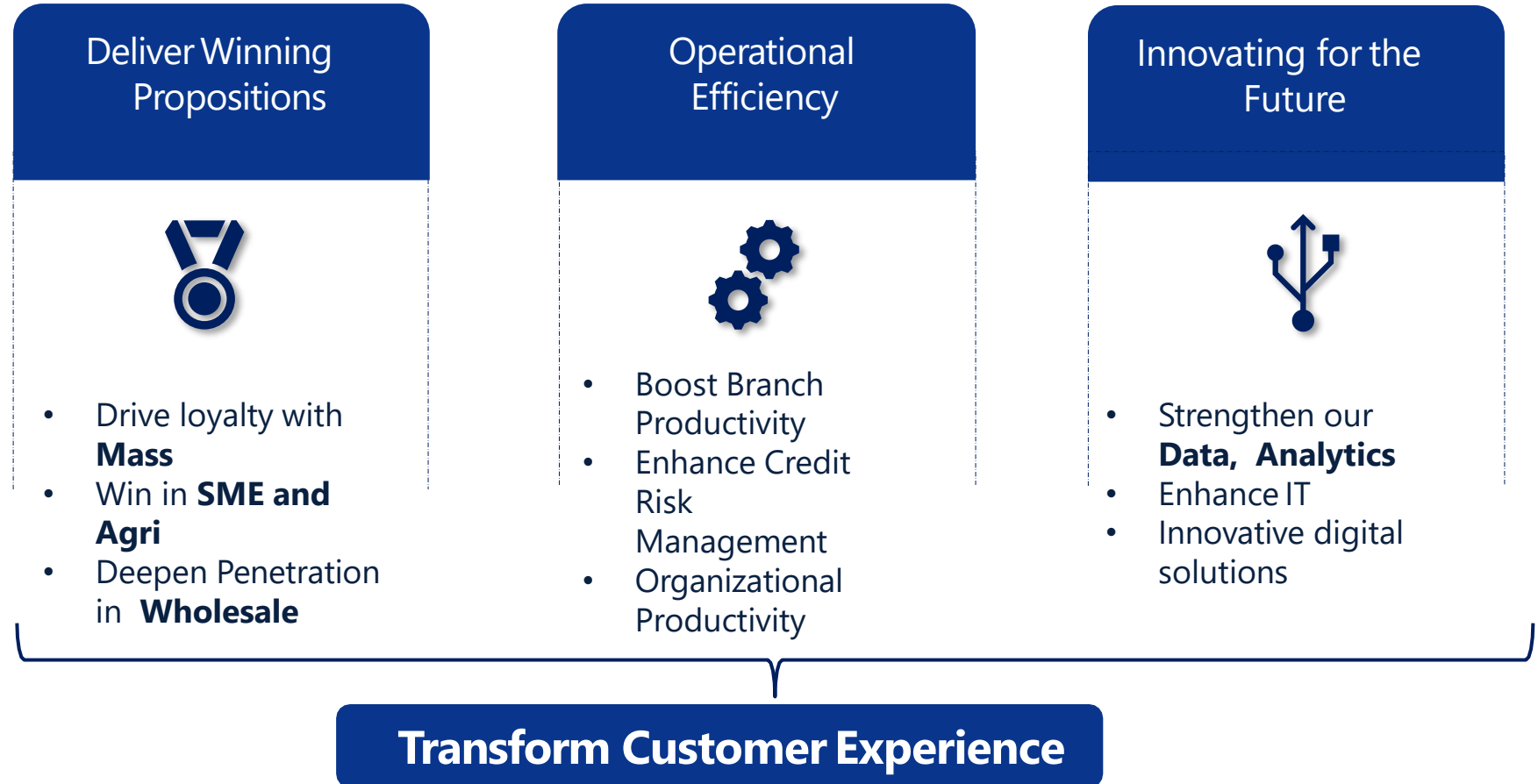
Responsible Growth
Lasting Impact! ↗



Our current MTP (2021 – 2025) provides a clear growth path for the Bank

Our 3 strategic priorities:

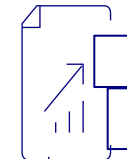
What we need to do to deliver on our purpose



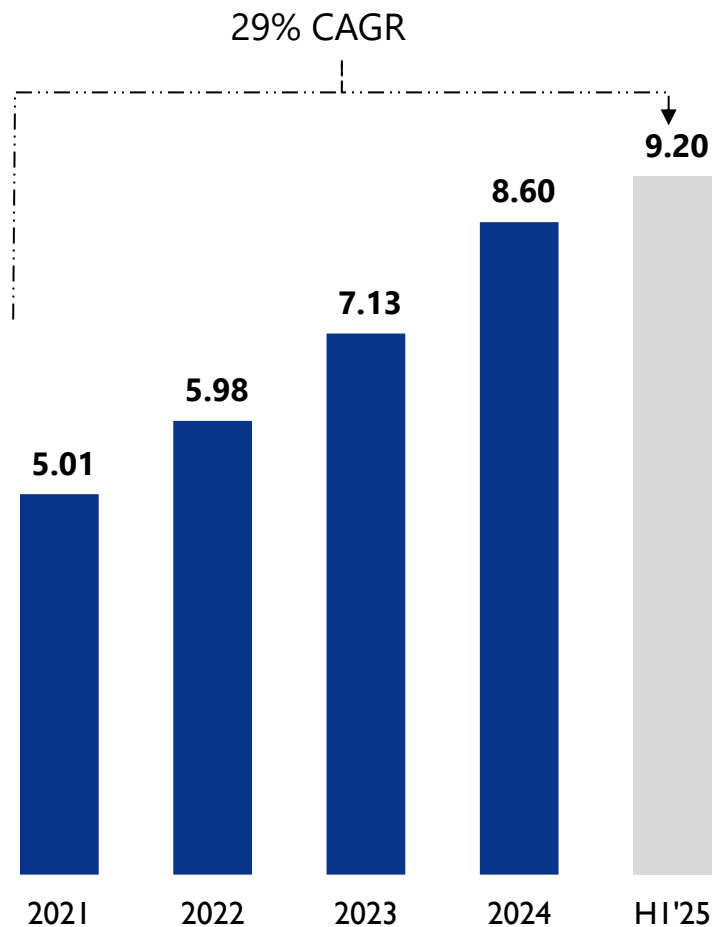
Strategic Intent: To remain the leading bank in Tanzania, delivering sustainable value to our stakeholders



Solid Progress along our Commitment towards — Driving Loyalty in Mass and Core middle segment



Customer Accounts Trend in millions (2021-2025)

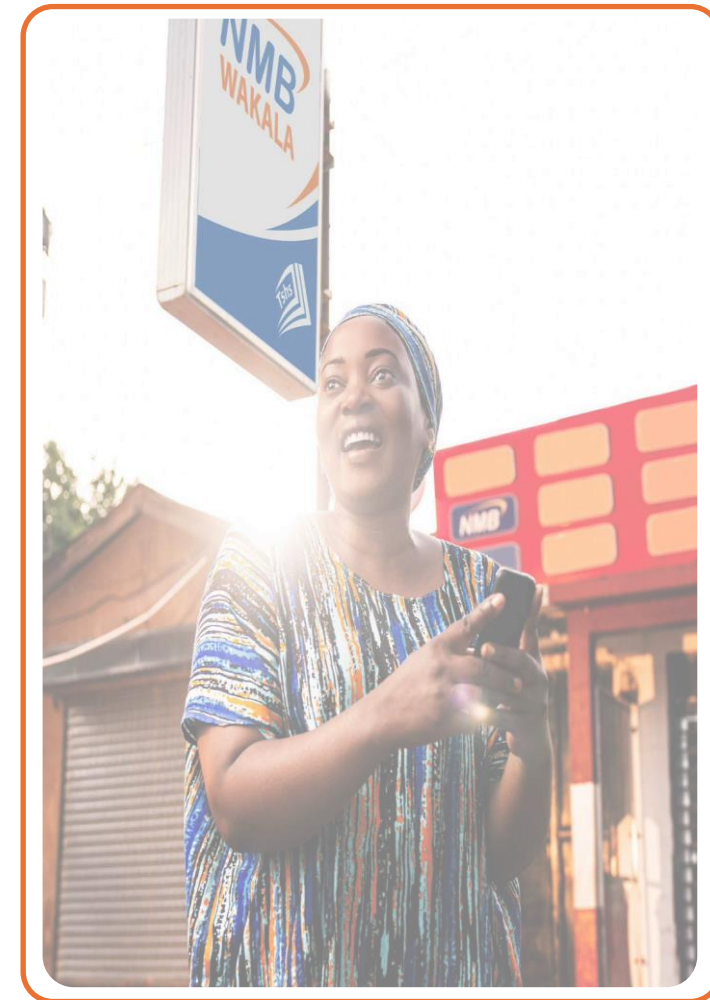


New Customer Accounts
0.61M
+

New NMB Pesa Accounts
0.18M +

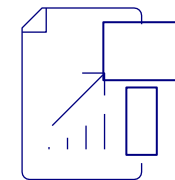
New NMB Kikundi Acc.
22k +

New NMB wakala Outlets
13k +





We have successfully scaled up our presence and Impact in —
the SME and Agri Segments



Key Initiatives



RM Coverage Optimization



Cross-Selling Initiatives



Strengthened Relationship Management



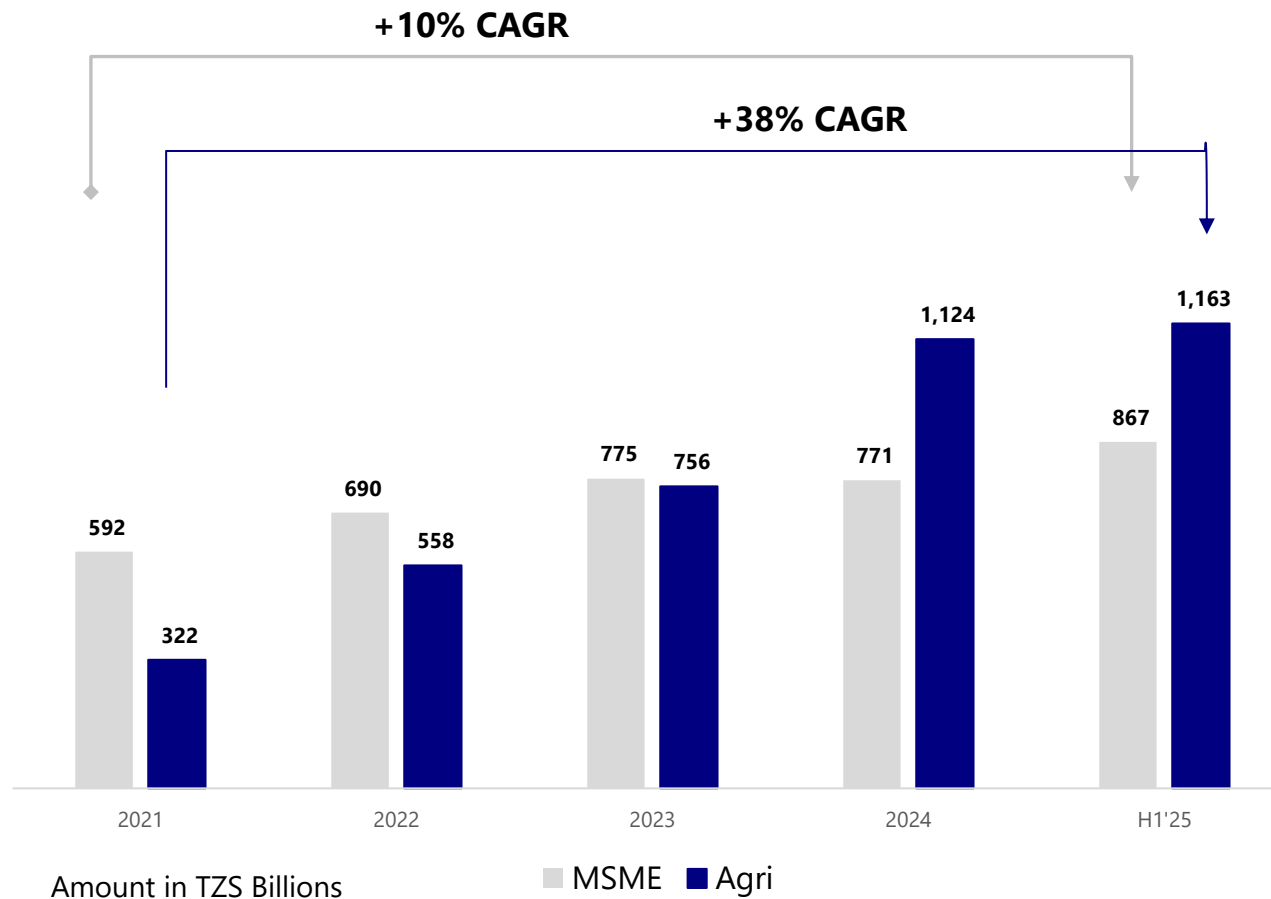
Rural Banking Initiative



Special Agriculture Fund
 Over TZS 250 Billion



MSME and Agri Portfolio Trend (2021-2025)





We continue to deepen our penetration in Wholesale.

Growing the wallet share and unlocking new businesses by providing tailored solutions



TZS

585Bn

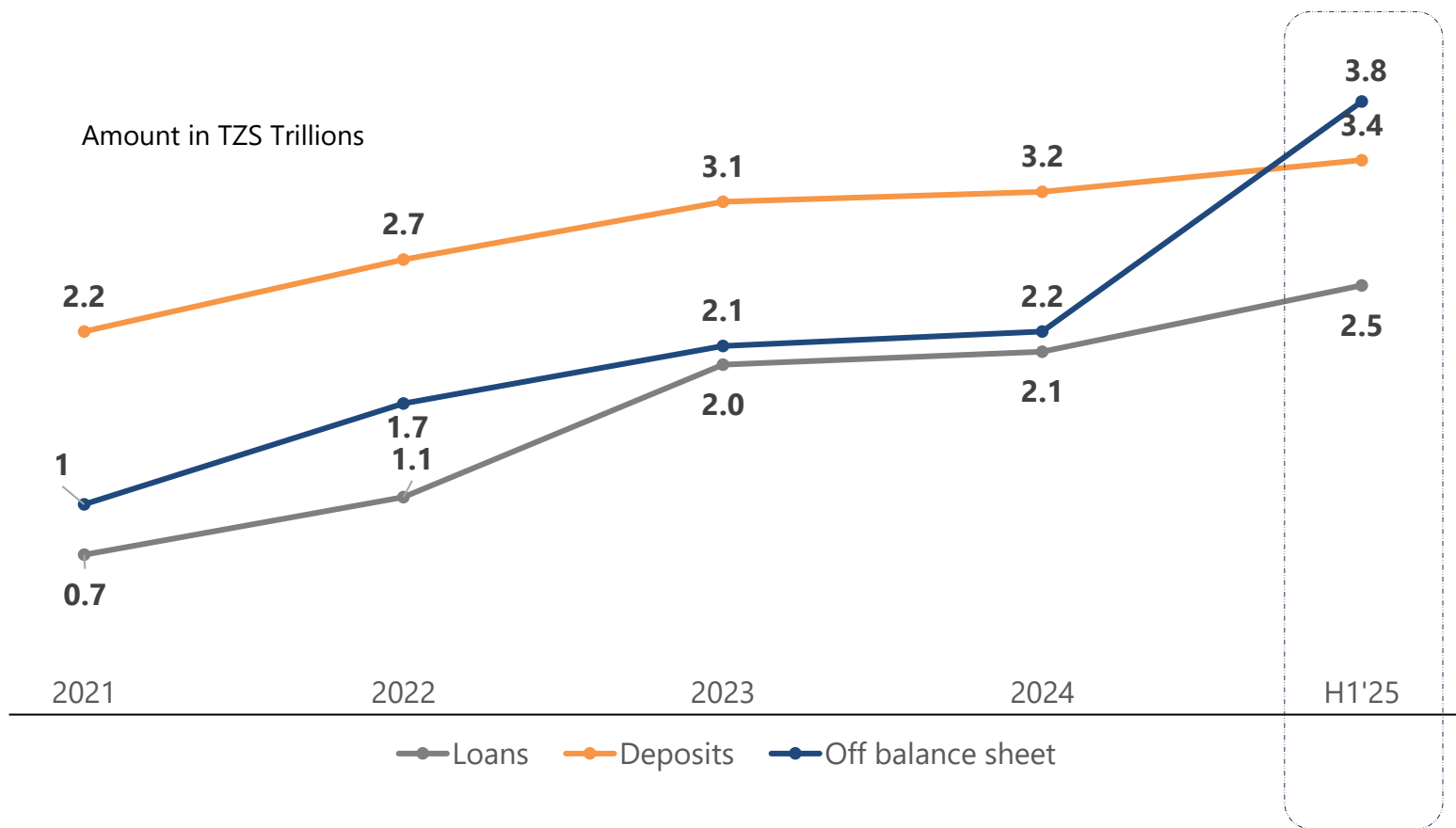
Single Borrower Limit
2020: TZS 257Bn

2.7%

WB NPL Ratio
2019: 14%

62%

LDR
from 54% in 2019



Deposits
TZS 3.4tn
11% 5-Year CAGR

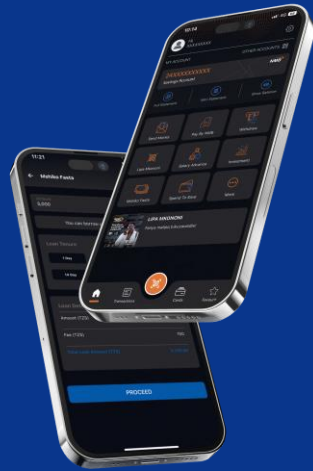
Loans
TZS 2.5tn
40% 5-Year CAGR

Off-Balance Sheet
TZS 3.8tn
40% 5-Year CAGR



We continue fostering digital leadership by scaling up innovation in digital products and solutions
 Investments in Digital, Products and Solutions

Technological transformation, underway.



- Mkononi Revamp
- NMB Super App Underway
- Core Banking System Upgrade
- Master Data Management (MDM)
- Revamping Internet Banking underway
- Robotics and Automation Systems





We continue investing in our people driving higher Productivity and strong performance

Employee Retention

98%

2019: 95%



Internal Appointments

91%

2019: 47%

Employee engagement score

80%

2019: 75%

Training Costs (Jun'25 ytd)

2.2bn

Training Hrs

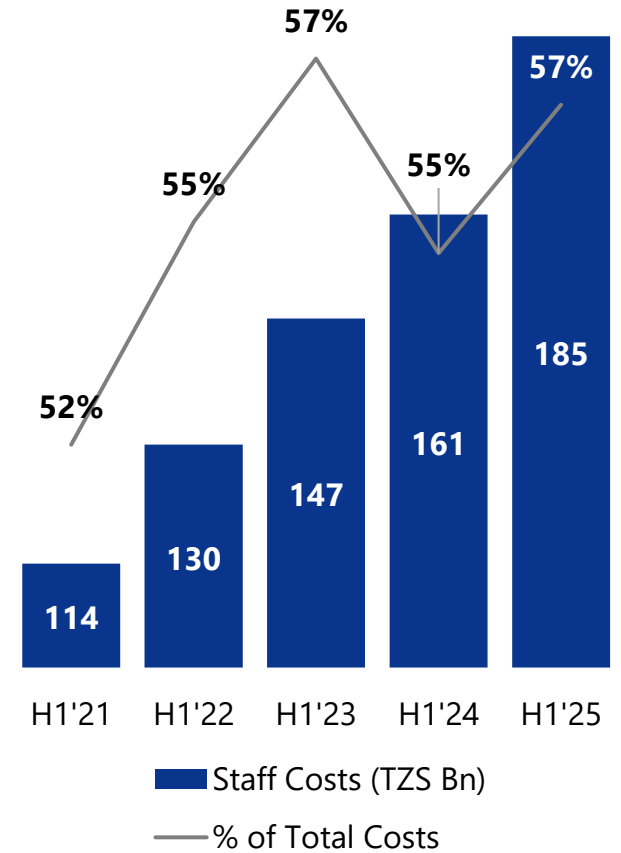
7,693

Revenue per FTE (Jun'25)

441

2019: 209 Mn

Our People, Our Strength



Amount in TZS Billions



New Medium-Term Plan (2026 – 2030)

Creating a Bank which is Sustainable, Digital-First, Future-Ready and Customer Centric: The Path to 2030



Vision To be the preferred financial services partner



Mission To be the bank of choice, delivering innovative and transformative customer experience that promotes financial inclusion and wellbeing



Aspiration

Delivering delightful experiences

Business Strategic Initiatives

1. Power Retail with tailored propositions for business segments
2. Evolve to SME ecosystems of Banking
3. Deepen wholesale Share of Wallet with end-to-end value chain solutions
4. Expand beyond today's core business



Enablers Initiatives

1. Drive CX excellence with customer-centricity culture and improved processes for operational efficiency
2. Technology Evolution to support the business
3. Improve business resilience with prudent ALM practices, improved credit management and ESG capabilities
4. Future-proof organization with employee value proposition to remain future-relevant

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Our Sustainability Strategy is based on Our Materiality assessment



- ➔ **Financial Inclusion:** Drive the financial inclusion agenda in Tanzania
- ➔ **Sustainable Financing:** Provide inclusive and innovative financial services to drive sustainable economic growth.
- ➔ **Sustainable Operations:** Operate a responsible business with the highest ethical standards to preserve integrity and trust.
- ➔ **Climate Risk:** Managing Risks Associated with the Transition to a Net-Zero Economy and Climate Change.

Partnerships & Advocacy | Technology & Innovation | Data & Disclosures

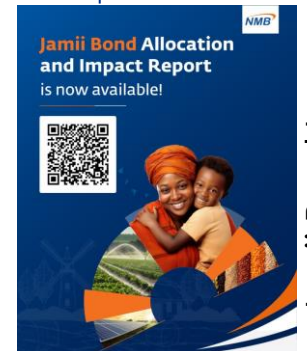
Strong Corporate Governance



Sustainability Report



Integrated Annual Report



Jamii Bond Impact Report



Key Performance highlights on the Sustainability Agenda

Sustainable Operations



16
New Robotic and Automation

229 Kwp/v

Zero
Data breaches:

97%

100%
Facilities with LED lights

Staff Retention Ratio.



Sustainable Finance



400 TZS Billion
Amount Raised

878 TZS Billion
MSE Financing

100%
Of Jamii Bond funds allocated.



Climate Risk



1.13 Million
tCO2e Carbon Emissions

1.4 Million
Trees planted



Financial Inclusion



611,482
NTB Customer Accounts

63,421
NMB Wakala

103,571
Jiwekee Subscribers

176,358
NMB Pesa Customers

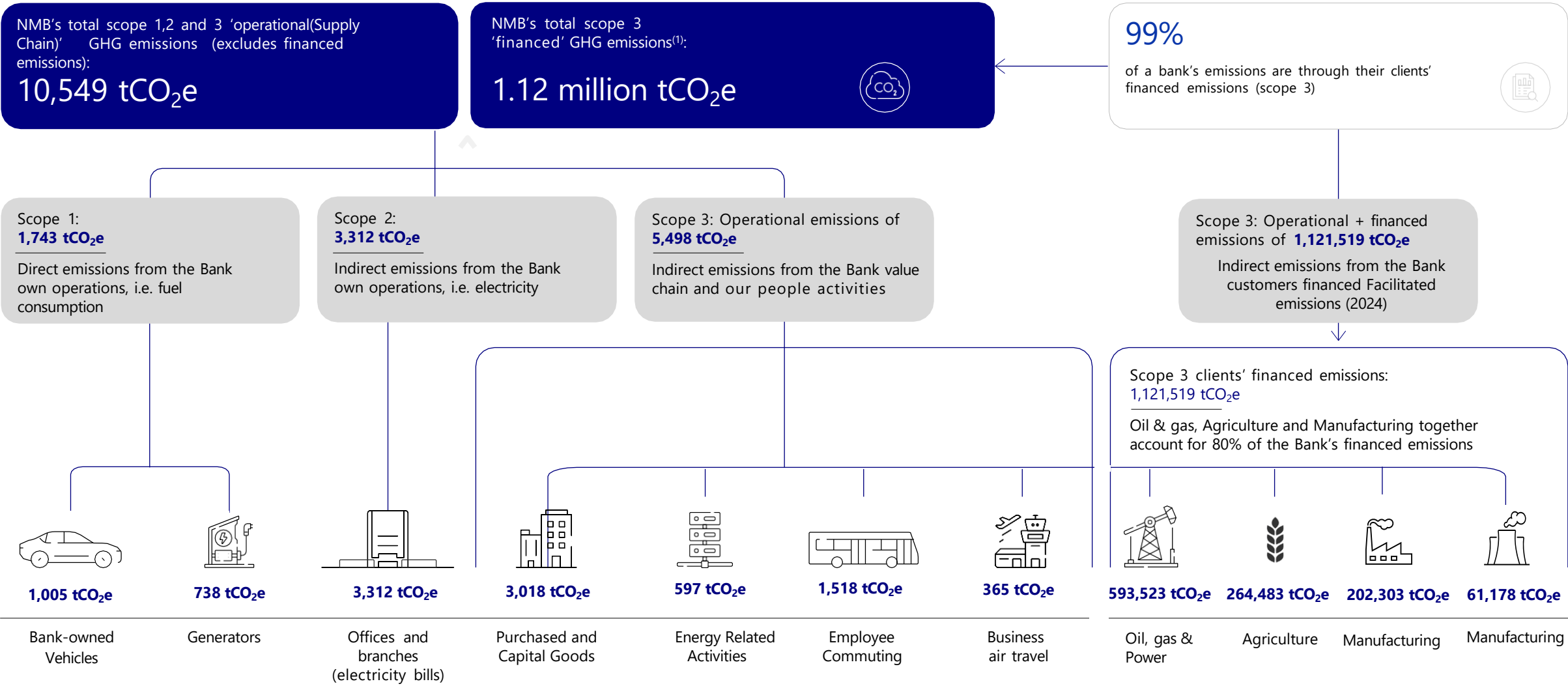
22,058
New NMB Kikundi A/Cs

+100,000
Mshiko faster Users





Leading with Transparency: Positioning NMB as a Market Leader in Climate-Aligned Finance to Accelerate Sustainable Finance Integration



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Performance Overview

Robust revenue generation, positive Income Jaws and risk discipline drive record H1'2025 net profit

Our Performance

Total Assets

TZS
Bn 14,651

Total Revenue

TZS
Bn 878

Loans & Advances

TZS
Bn 9,514

Profit Before Tax

TZS
Bn 510

Total Deposits

TZS
Bn 10,278

Net Profit After Tax

TZS
Bn 357

Loan-to-Deposit Ratio

93%

Cost-to-Income Ratio

37%

Capital Adequacy Ratio

22.8%

Loan Loss Ratio

0.9%

NPL Ratio

2.9%

Return On Equity

27%

Key Highlights

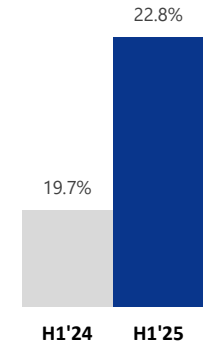
- Bank posted **TZS 357 billion** in net profit in H1'2025, **up 14%** YoY, driven by strong income growth from net interest income and non-interest income supported by its diversified growth drivers across wholesale and retail businesses.
- Loan growth of **14% YoY** is driven by sustained credit demand from our customers across wholesale, personal banking, and trade finance activities.
- Customer deposits increased **13%** YoY in Q2'25 to TZS 10.3 Tn, with CASA deposits representing more than 85%
- Asset quality remained stable, with the non-performing loan (NPL) ratio at **2.9%**, from 2.8% in Q2'24. The Bank maintained prudent levels of allowance on loans, with an NPL Coverage ratio of **95%** and cost of Risk at **0.9%**.
- Strong progress on execution of strategic priorities: digital driving customer experience and deepening market penetration;
- Delivered a CIR of **37%** amidst ongoing investments in People and Digital & Technological Solutions.



Balance Sheet Fundamentals Remain Robust, Underpinned By A Very Strong Liquidity Position

Balance Sheet (TZS Bn)	Jun'25	Jun'24	ΔYoY
Total assets	14,651	13,006	13%
Loans & Advances	9,514	8,364	14%
Debt securities	2,179	2,222	-2%
Placements	1,084	288	276%
Customer Deposits	10,278	9,057	13%
Borrowings	1,271	1,397	-9%
Shareholders' Fund	2,687	2,215	21%

Capital Adequacy Ratio

22.8%

NPL Ratio

2.9%

H1'24: 2.8%

LAR Ratio

25.4%

H1'24: 34.6%

NPL Coverage

95%

H1'24: 102%

LDR Ratio

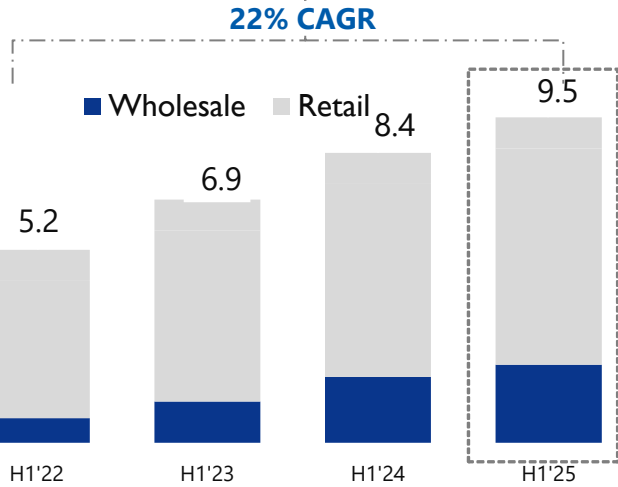
91.0%

H1'24: 93%

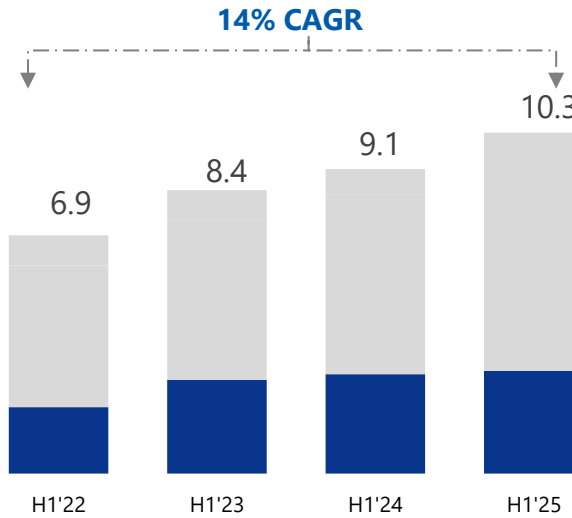


Broad-based loan growth of 14% driven by Retail and Wholesale Banking

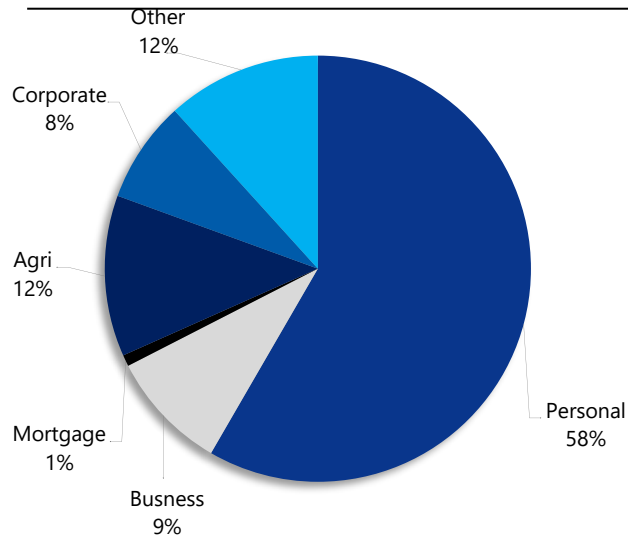
Gross loans (TZS tn)



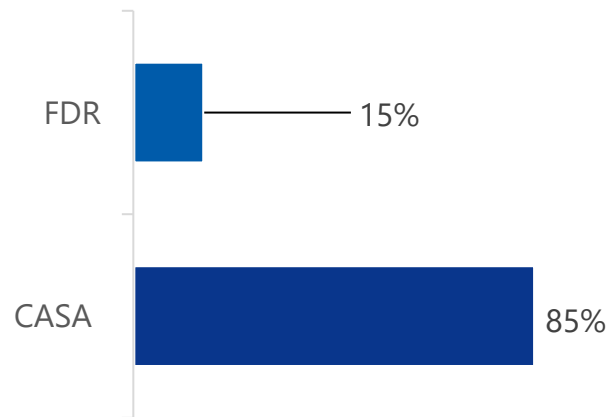
Customer Deposits (TZS tn)



Portfolio Diversification



CASA deposits (%)



Key highlights

- The loan book achieved impressive growth of 14%YoY, fueled by robust credit demand in the economy.
- The wholesale loan book increased by 19% year on year.
- Retail loans demonstrated a strong performance, surging 12% Year on Year.
- Total customer deposits rose by 13% YoY, reaching TZS 10.3 trillion, driven predominantly by the expansion of Retail Banking deposits.

12%
Retail Loan Growth

19%
Wholesale Loans Growth



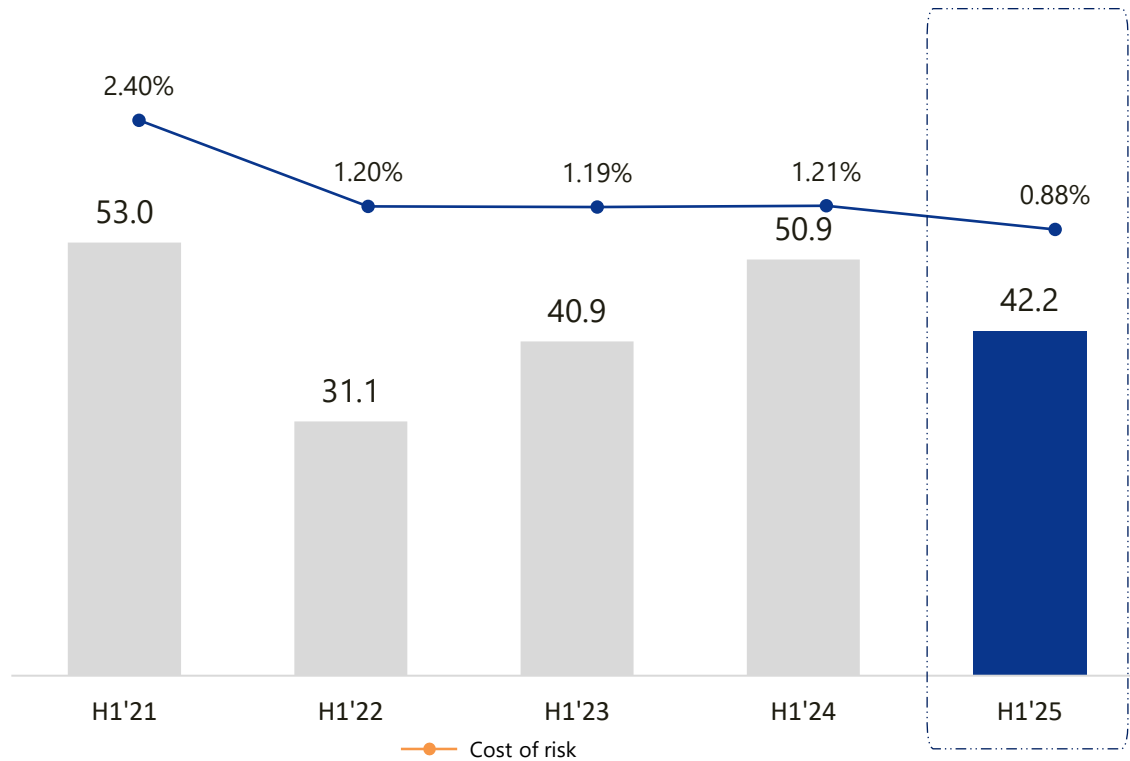
Asset Quality

Cost of risk remains well within the guidance of <200bps, while an NPL ratio of 2.9%

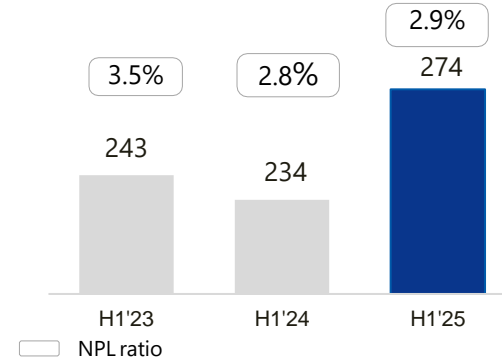
Cost of risk

H1'25 cost of risk was 88 bps, remaining within guidance of <200 bps.

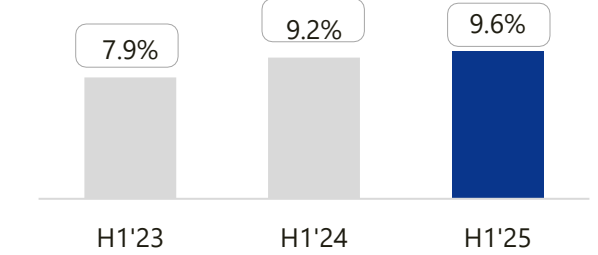
The NPL ratio remained relatively stable at 2.9% in Q2'25 compared to 2.8% in the prior year



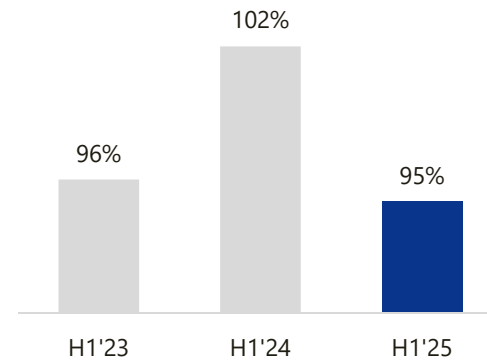
Non-performing loans (TZS Bn) and NPL ratio (%)



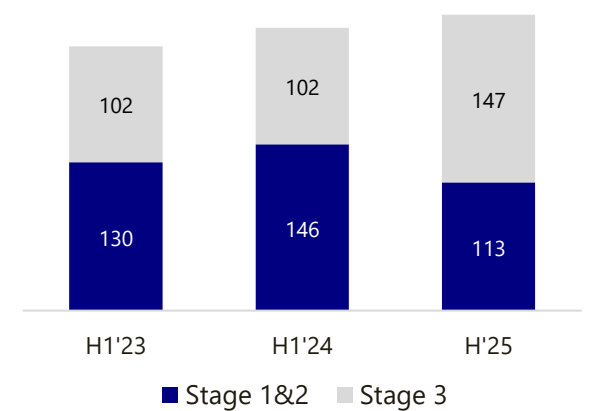
PAR at the end of Quarter (%)



Provision coverage ratio



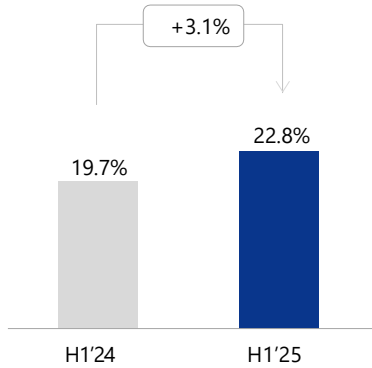
ECL by stage (TZS Bn)





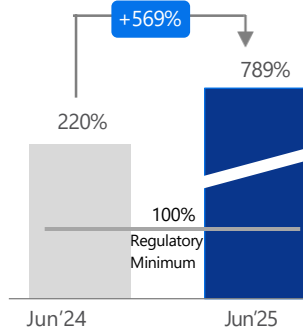
Strong Capital and Liquidity Position

Core Capital Ratio (%)



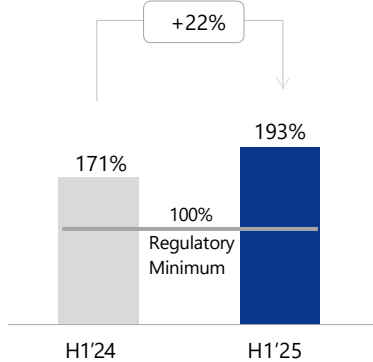
strong capital position well above the regulatory requirement of 12.5% and Industry average of 18.9%

Liquidity Coverage Ratio (%)



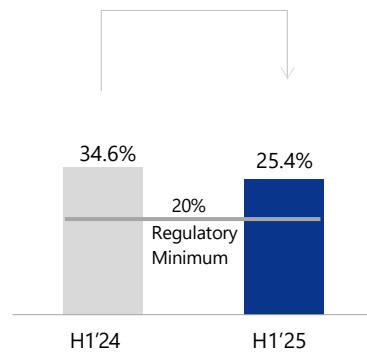
strengthened liquidity buffer and a robust surplus over the 100% regulatory threshold.

Net Stable Funding Ratio(%)



Strong long-term funding position, maintaining an NSFR of 193%, comfortably above the regulatory minimum ratio of 100%

Liquid Assets Ratio (%)



strong liquidity position well above the regulatory requirement of 20%

Highlights

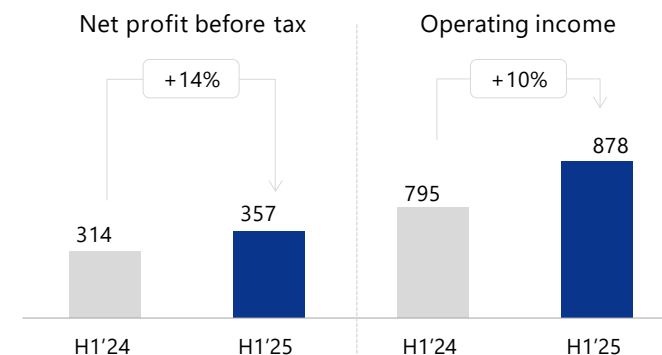
- Strong capital position provides sufficient headroom to support clients and absorb regulatory changes.
- We remain committed to maintaining a sound capital position to comply with Regulatory requirements and to support sustainable business growth



H1'25 net profit before tax +14% YoY, delivering ROE of 27%; driven by higher operating income and significantly lower impairment charge

Income statement (TZS Bn)	H1'25	H1'24	ΔYoY
Net interest income	567	514	10%
Non-interest income	312	281	11%
Total income	878	795	10%
loan Impairment Charge	(42)	(51)	-17%
OPEX	(327)	(295)	11%
PBT	510	450	13%
PAT	357	314	14%

Strong H1'25 financial performance
(TZS bn)



RoAA

5%

H1'24: 5%

RoAE

27%

H1'24: 25%

CIR

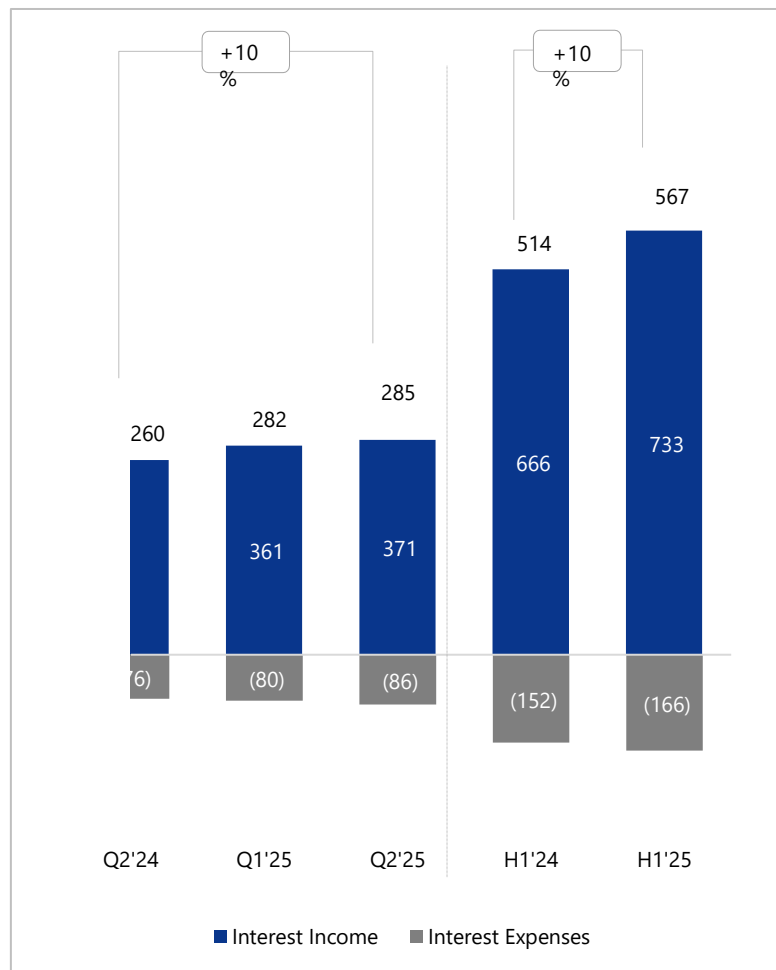
37%

H1'24: 37%

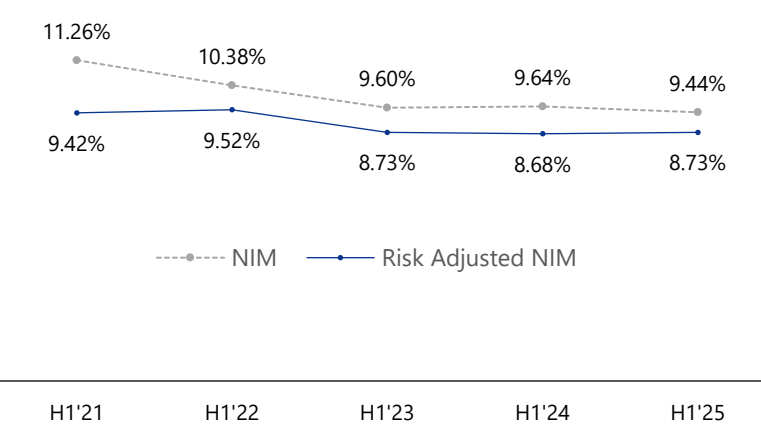


Stable risk-adjusted NIM on increased lending to high-quality, low-risk credit counterparties; WB driving YTD loan growth

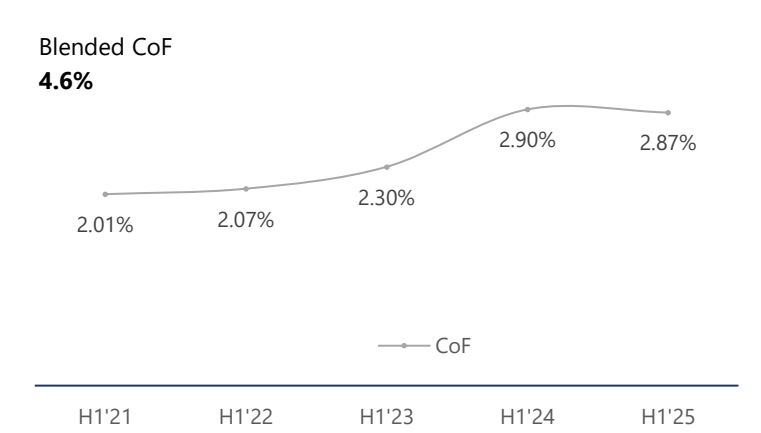
Net interest income (TZS bn)



NIM and risk-adjusted NIM (%)



Cost of Funds (%)



Cost of Fund = Interest Expenses / Interest-bearing liabilities *100

Key highlights

- Interest income +10% YoY to TZS 733 billion driven by strong loan disbursements owing to increased credit demand in the market.
- Net Interest income increased by 10% to TZS 567 billion on account of a 10% growth in Interest income, partially offset by a 9% increase in Interest expenses.
- The Bank achieved net loan growth of TZS 1.2 tn over the last 12 months; H1'24 NIM compression was due to increased exposure to high-quality, low-risk credit counterparties.
- Risk-adjusted NIM has improved by 5 bps YoY to 8.73%, supported by a 15-bps improvement in the cost of risk

NIM
9.4%
H1'24: 9.6%

Blended CoF
4.6%
H1'24: 4.5%

NII Growth
+10%
H1'24: 14%



Strong NFI growth with a discipline cost optimisation strategy resulted in a strong CIR of 37%

Non-Funded Income (TZS bn)

Non-Funded Income (TZS)

312 bn +11% YoY

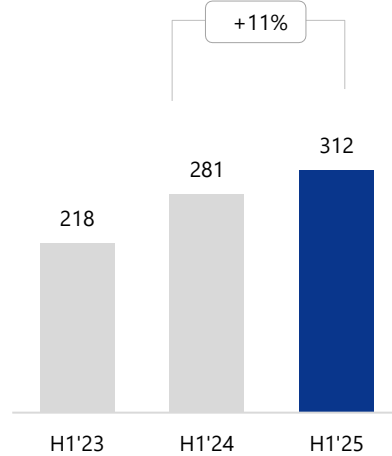
Transactions on alternative Channels

96%

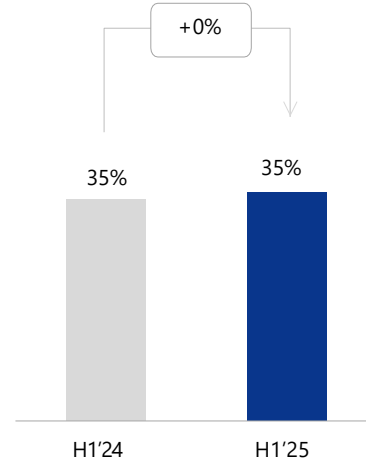
H1'24: 96%



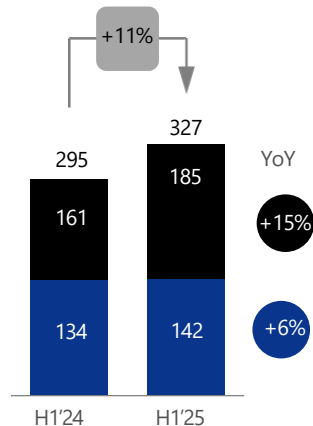
Non-Funded Income trend (TZS bn)



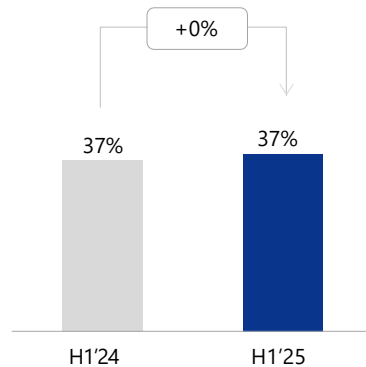
Non-Funded Income Ratio (%)



Operating Expenses (TZS bn)



Cost to Income Ratio (%)



NFI Key highlights

- Non-interest income increased 11% YoY, primarily supported by increases in revenue from alternative Channels.
- Mkononi and Microlending income had the strongest performance, increasing by 24% and 229%, respectively, as our digital platform continues to get more customer traction.
- Agency banking income was up 15% YoY on the back of increasing customer activities on agency banking services and the rapid growth of our agency network.

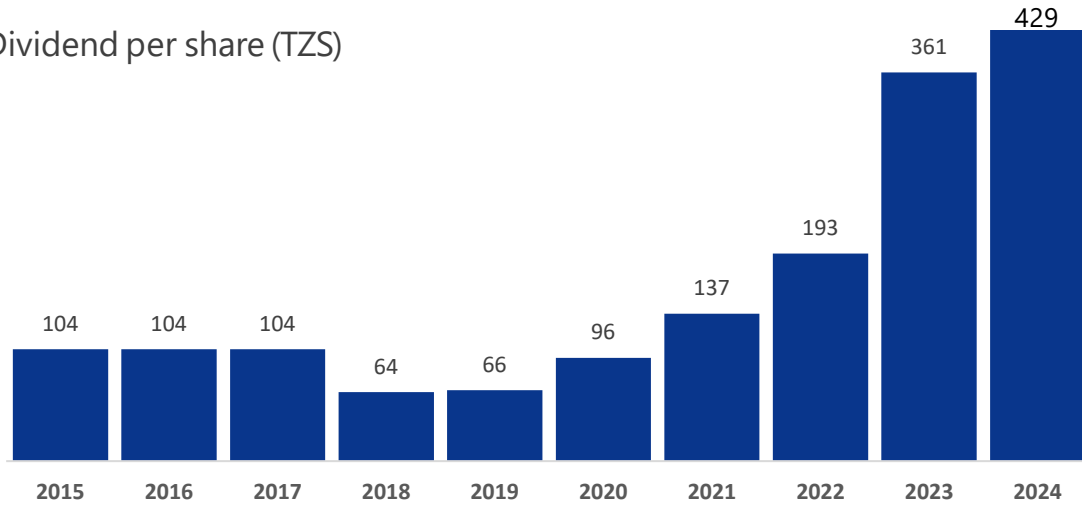
- Cost-to-income ratio was 37% in H1'25. The Bank maintained prudent cost management, while continuing to invest in people, technology, regulatory requirements and compliance to drive growth.

Historical Performance

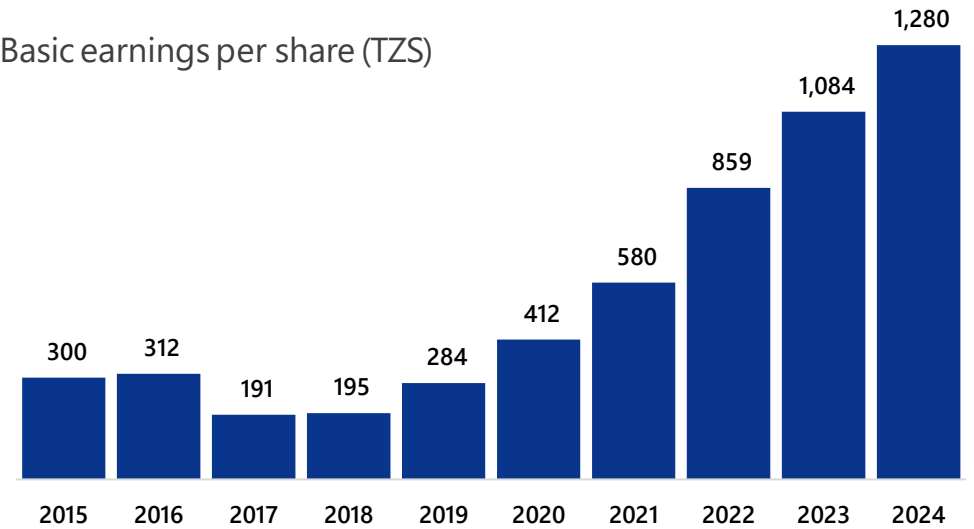


Our 10-year Journey

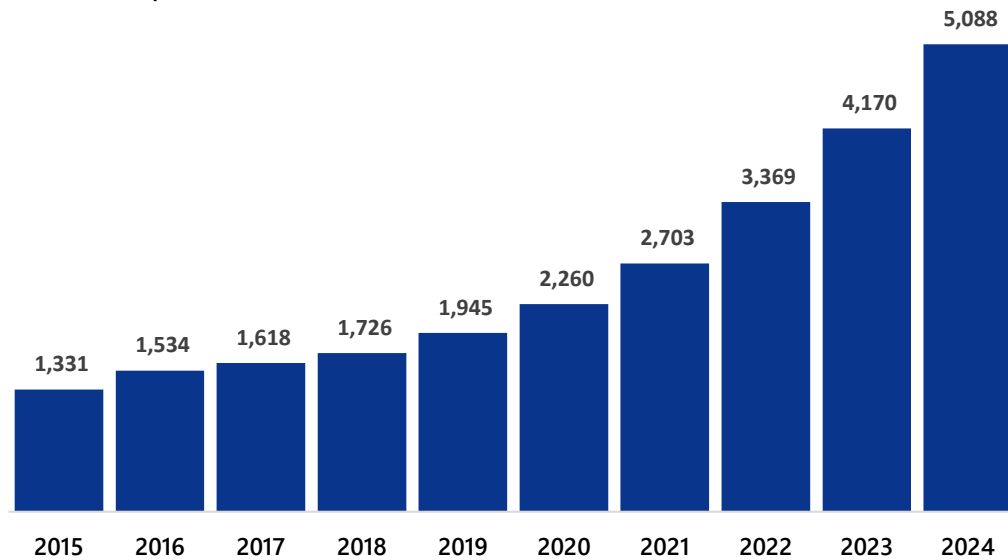
Dividend per share (TZS)



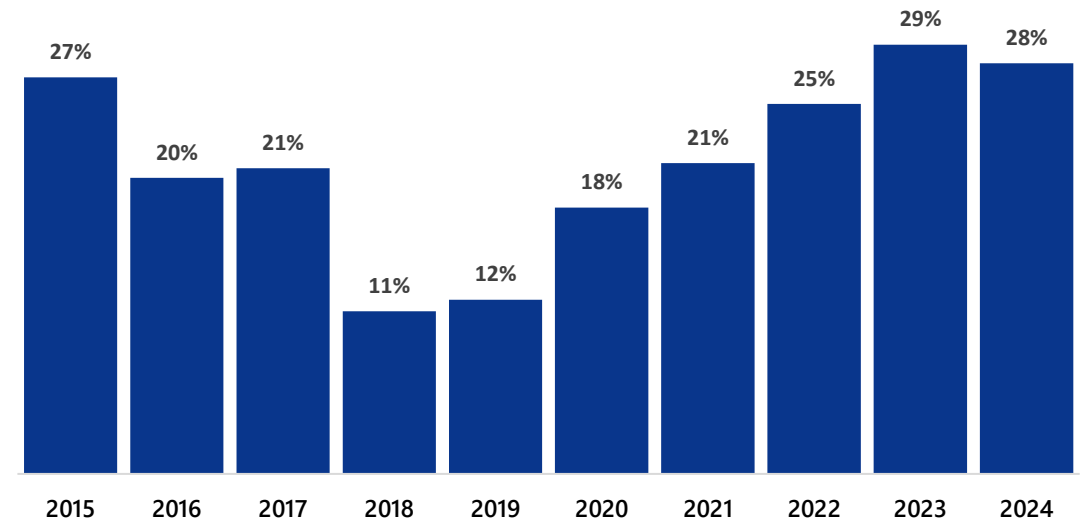
Basic earnings per share (TZS)



Book value per share (TZS)



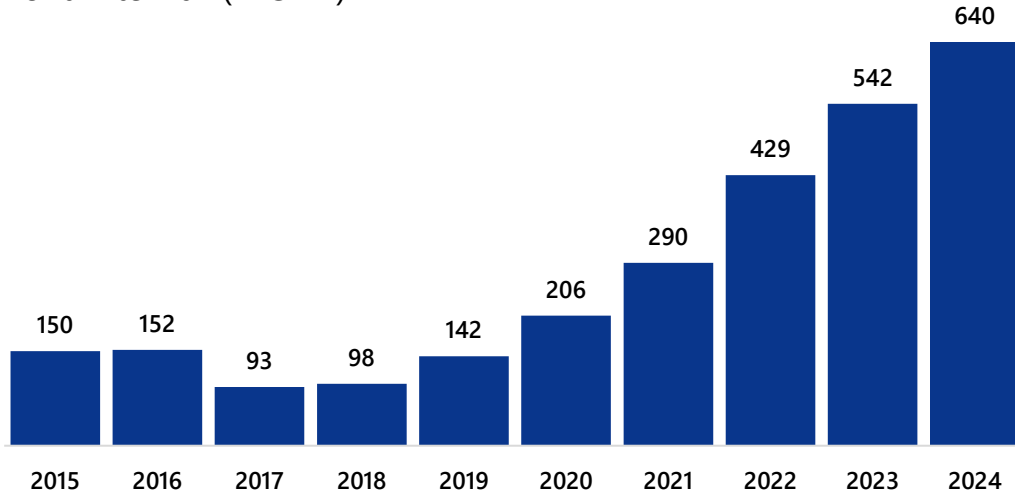
Return on average equity (%)



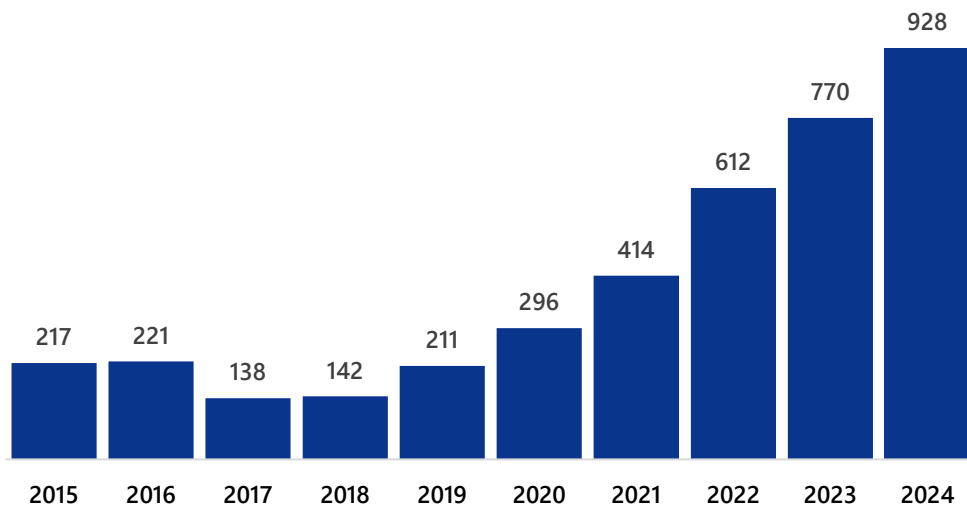


Our 10-year Journey (Continued)

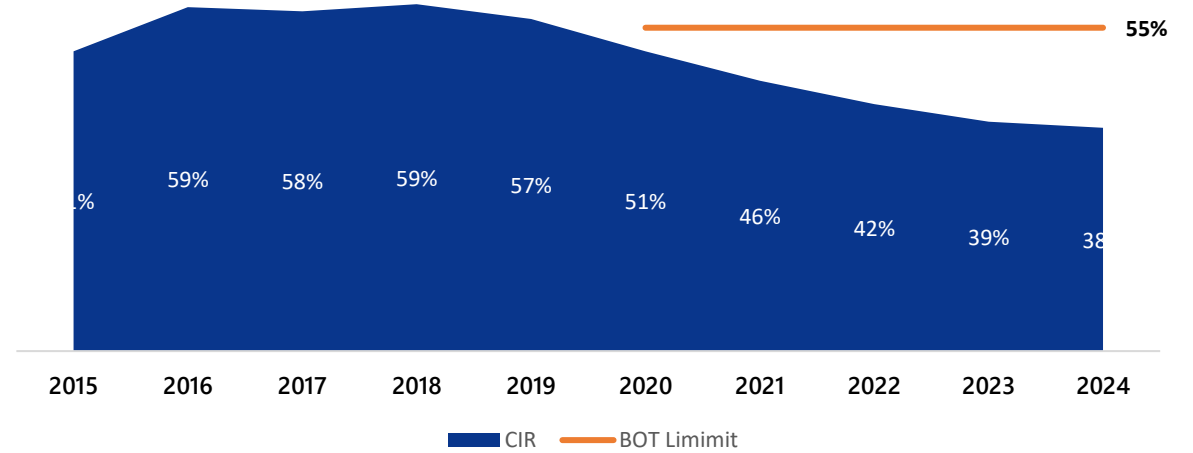
Profit After Tax (TZS Bn)



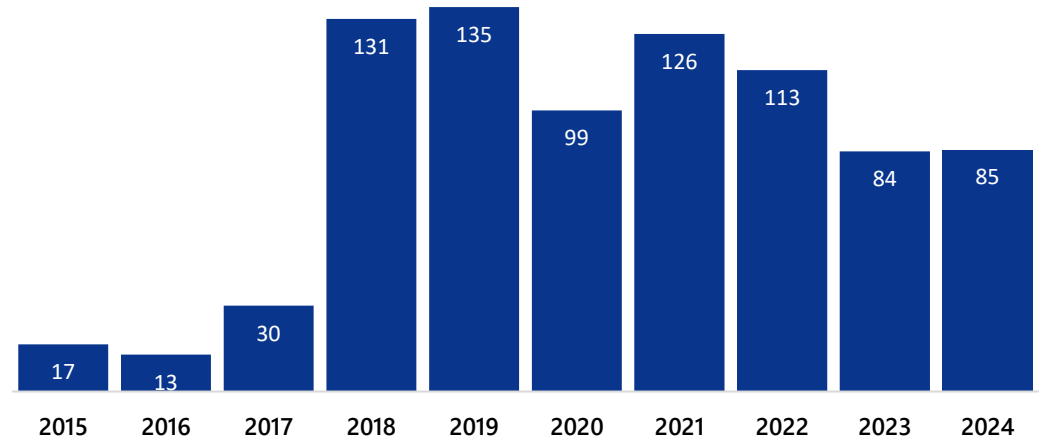
Profit Before Tax (TZS Bn)



Cost to income ratio (%)



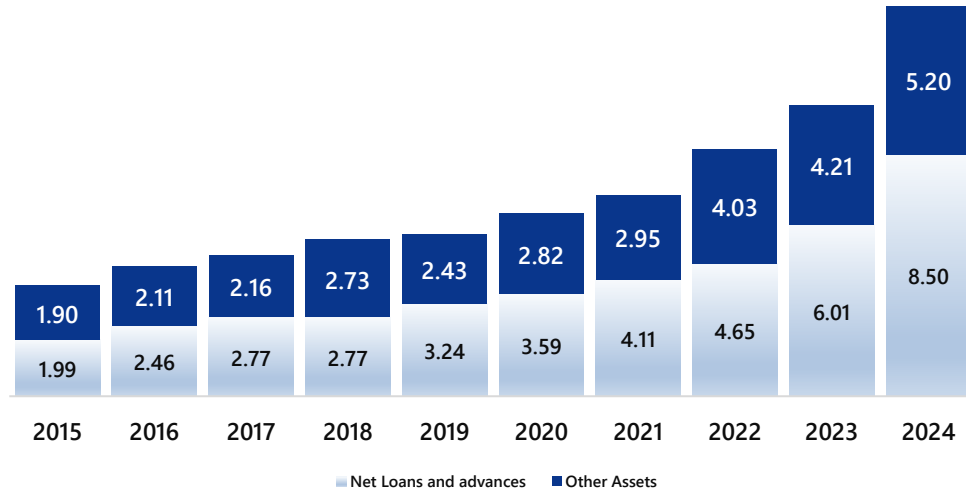
Impairment Provision (TZS Bn)



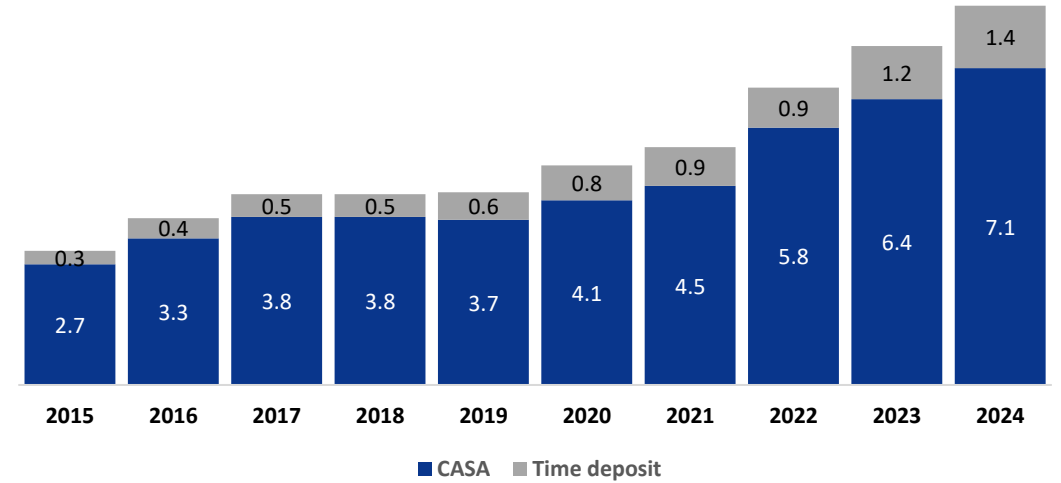


Our 10-year Journey (Continued)

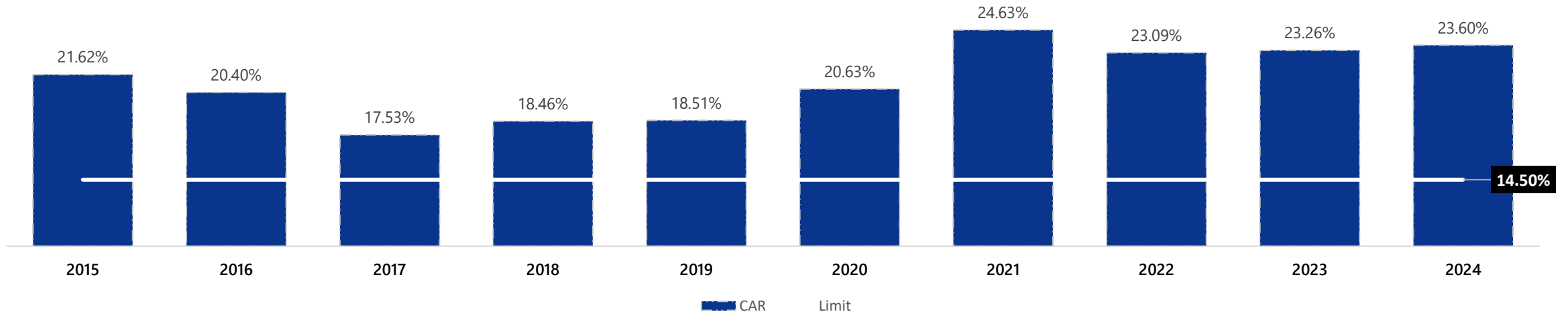
Total assets and net loans and advances (TZS Trillion)



Customer deposits and CASA (TZS billion)



Capital adequacy ratio (%)



Q&A



Responsible Growth
Lasting Impact! 



Forward-Looking Statements

From time to time, we make written or oral forward-looking statements with respect to NMB Bank plc's Financial performance, Economic and business outlook, Management discussion, individual business reports together, and Support Functions updates. Generally, forward-looking statements are not based on historical facts but instead represent NMB Bank Plc's and its management's beliefs regarding future events. Statements that are not historical facts, including statements about NMB's beliefs and expectations, are forward-looking statements. Words such as "believe", "expect", "anticipate", "intend", "estimate", "forecast", "target", "predict", "commit", "ambition", "goal", "seeks", "strive", "potential", "project", "objective", "Plan", "reasonably possible", and other similar expressions or future or conditional verbs such as "will", "may", "should", "would" and "could" and or the negative thereof, other variations thereon or similar expressions are intended to identify forward-looking statements. By their nature, these statements require us to make assumptions that are subjected to inherent risks and uncertainties that may be general or specific. These statements are based on current plans, information, data, estimates, and projections, and therefore undue reliance should not be placed on them.

Any forward-looking statements contained in this Investor Presentation represent the views of management only as of the date hereof and are presented for the purpose of assisting our shareholders and financial analysts in understanding our financial position, objectives and priorities, and anticipated financial performance as at and for the periods ended on the dates presented and may not be appropriate for other purposes. We do not undertake to update any forward-looking statement that is contained in this Investor Presentation or in other communications to reflect events or circumstances that arise after forward-looking statements were made except as required by law.

